

Message Text

LIMITED OFFICIAL USE

PAGE 01 ABU DH 01497 251030Z

ACTION COME-00

INFO OCT-01 EUR-12 NEA-11 ISO-00 EB-08 /032 W

-----111667 251835Z /47

R 250944Z MAY 78

FM AMEMBASSS ABU DHABI
TO SECSTATE WASHDC 7888
AMEMBASSY LONDON

LIMITED OFFICIAL USE ABU DHABI 1497

FOR COMMERCIAL OFFICER AMEMBASSY LONDON

E.O. 11652: NA DECLASSIFY UPON RECEIPT

TAGS: BEXP, TC

SUBJ: UAE DEPUTY PRIME MINISTER RECOMMENDS NEW CANDIDATE FOR
ABU DHABI FORD AGENCY

1. FOR LONDON: PLEASE PASS FOLLOWING INFORMATION TO PETER
PERRYMAN OR UDO KRUSE, FORD MOTOR COMPANY, 169 KINGS ROAD,
BRENTWOOD HOUSE, BRENTWOOD, TELEPHONE 219500, TELEX 99312 OR 99511.
INFORMATION IS SENT TO YOU FOR PASSAGE TO FORD BECAUSE OF SENSITIVE
NATURE OF SUBJECT.

2. E/C OFFICER DOLAN WAS VISITED MAY 24 BY SAID SALIM AL SUWAIDI
AND HAKAM NAJIB MOHAMMAD ISSA (KNOWN ON BUSINESS CARD AS "HAKAM
HAMMAD") WHO BROUGHT LETTER TO AMBASSADOR (OUT OF ABU DHABI FOR
DAY) FROM UAE DEPUTY PRIME MINISTER, HAMDAN BIN AL-NAHYAN. TEXT
OF LETTER FOLLOWS:

H.E. THE AMBASSADOR,
EMBASSY OF THE UNITED STATES OF AMERICA,
ABU DHABII HAVE PLEASURE IN COMMENDING TO YOU M/S. SALIM TRADING
COMPANY, WHICH COMPANY IS PERSONALLY KNOWN TO ME AS A BUSINESS
OF GOOD REPUTE AND HIGH STANDARDS OF INTEGRITY. IT IS WITHIN MY
KNOWLEDGE THAT THIS COMPANY HAS FOR SOME TIME BEEN NEGOTIATING
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 ABU DH 01497 251030Z

TO SECURE AN AGENCY FOR FORD MOTOR COMPANY IN ABU DHABI, AND I
WOULD BE VERY GRATEFUL IF YOU WOULD DO EVERYTHING WITHIN YOUR
POWER TO ASSIST THEM IN THIS CONNECTION.

WIT MY BEST REGARDS.

HAMDAN BIN MOHAMAD AL-
UHYAOHN
SREPUTY PRIME MINISTER.

3. SALIM AND HAMDAM REPRESENT SALIM TRADING COMPANY, P.O. BOX2299, ABU DHABI, TELEX: 3457 CARPET AH. SALIM TRADING COMPANYQ WAS NOT PREVIOUSLY KNOWN TO EMBASSY. FOLLOWING INFO PRESENTED BY SALIM. IT IS PRINCIPALLY TRANSPORT CO. EMPLOYING 28 MEN WITH OFFICES AND LARGE FURNITURE SHOWROOM ACROSS AIRPORT RD. FROM SH. ZAYID'S MAIN PALACE. ONLY AGENCY THEY NOW HOLD IS UDICHO OFFICE FURNITURE (JAPANESE). THEY HAVE FIVE MILLION DOLLARS TO INVEST, MID-TOWN SEVEN THOUSAND SQ. FT. SHOWROOM, AND AMPLE GARAGE SPACE FOR CARS AND H.D. TRUCKS. PARTNERS ARE SH. HAMDAN, MOD'D KHALIFA SABHA (SH. HAMDAN'S RIGHT HANDMAN AND SECRETARY), SALIM (45 YR. OLD FORMER LONG-TIME BODY GUARD OF UAE PRESIDENT SH. ZAYID) AND HAMMABX

4. HAMMAD TOLD EMBOFF THAT ABU DHABI GROUP HAD BEEN INFORMED BY COTTO INTERNATIONAL, 250 WEST 57TH STREET, NEW YORK, NEW YORK 10019 (MR. ROBERT MOORE, MR. FOUAD CHATER) THAT AG TIME FOR DECISION WAS APPROACHING REGARDING SELECTING OF FORD AGENT IN ABU DHABI. COTTO HAS TOLD ABU DHABIAN'S THAT IT HAS BEEN ACTING AS INTERMEDIARY BETWEEN THEM AND FORD COMPANY CONCERNING FORD'S SELECTION OF ABU DHABI DEALER. UPON RECEIPT OF NEWS FROM COTTO THAT DECISION WAS IMMINENT, SHAIKH HAMDAN (REFERRED TO BY SALIM AND HAMMAD AS OUT "PARTNER AND FRIEND") INSTRUCTED HAMMAD TO GO TO NEW YORK TO CLOSE THE DEAL. FOR THIS REASON HAMMAD CAME TO EMBASSY WITH LETTER TO RECEIVE EMBASSY'S BLESSING AND VISA. HAMMAD SAID THAT SALIM RECENTLY HAD BEEN CALLED IN BY SH. HAMAD, LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 ABU DH 01497 251030Z

TOLD THAT THEY WERE TO BE THE LUCKY FIRM AND HANDED LETTERS TO THE EMBASSY AND FORD.

5. EMBOFF DISCLAIMED CURRENT KNOWLEDGE OF FORD SITUATION BUT SAID THAT SALIM TRADING COMPANY WAS NOT ONE OF NAMES THAT HE REMEMBERS HEARING DISCUSSED NUMBER OF MONTHS AGO. FOR THIS REASON, HE SUGGESTED THAT HAMMAD CONTACT PERRYMAN OR KRUSE DIRECTLY AND ALSO ASK COTTO FOR NAME OF RESPONSIBLE OFFICIAL IN FORD TO CONTACT DIRECTLY. HAMMAD SAID THAT HE WOULD MAKE ARRANGEMENTS TO VISIT PERRYMAN/KRUSE IN UK AND RELEVANT OFFICIAL IN NEW YORK.

6. EMBASSY'S COMMENT: WE HAVE NO REASON TO DOUBT AUTHENTICITY OF LETTER BUT MR. SALIM AND MR. HAMMAD STRIKE US AS UNPREPOSSESSING INEXPERIENCED AND WELL-CONNECTED WOULD-BE REPRESENTATIVES OF FORD MOTOR COMPANY. PREVIOUSLY, SAHIKH HAMDAM INTERCEDED WITH EMBASSY IN ATTEMPT TO GET FORD TO FAVOR MOHAMMED RUBAYA, A WELL-KNOWN SIZEABLE AND SUCCESSFUL PROTEGE, WITH AGENCY. WE HAVE HEARD NOTHING OF HAMDAN/RUBAYA/FORD CONNECTION RECENTLY.
DICKMAN

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 may 1978
Decapton Date: 01 jan 1960
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ABUDH01497
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780221-0585
Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780522/aaaaarou.tel
Line Count: 113
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0c004597-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2579269
Secure: OPEN
Status: NATIVE
Subject: UAE DEPUTY PRIME MINISTER RECOMMENDS NEW CANDIDATE FOR ABU DHABI FORD AGENCY
TAGS: BEXP, TC
To: STATE LONDON
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/0c004597-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014